



Fortune 500 Giant, Quanta Services, Reduces Site-Level Security Expenses More than 50%

	Category	Critical Infrastructure		Number of Cameras Monitored	16
	Geography	USA, Canada, Australia		Lifetime Number of Suspicious Events Addressed	1,480
	Customer since	2016		Lifetime Number of Dispatches	15
	Location serviced	25			

Overview

Quanta Services, a \$20 billion Fortune 500 company, operates in the electric power and renewable energy sectors with over 200 subsidiaries and 45,000 employees. In 2021, Quanta strengthened its renewable energy capabilities by acquiring Blattner Energy for \$2.7 billion. Since 2016, Blue Eye has partnered with Quanta through Blattner, monitoring around 25 locations simultaneously.

Challenges

Reduce on-site losses due to theft and vandalism. Augment manned guards with a long-term plan term to replace them, when possible.

Solution

The program began as a pilot with eight locations throughout Minnesota. At each location, Blue Eye placed a single mobile trailer on-site.

Outcome

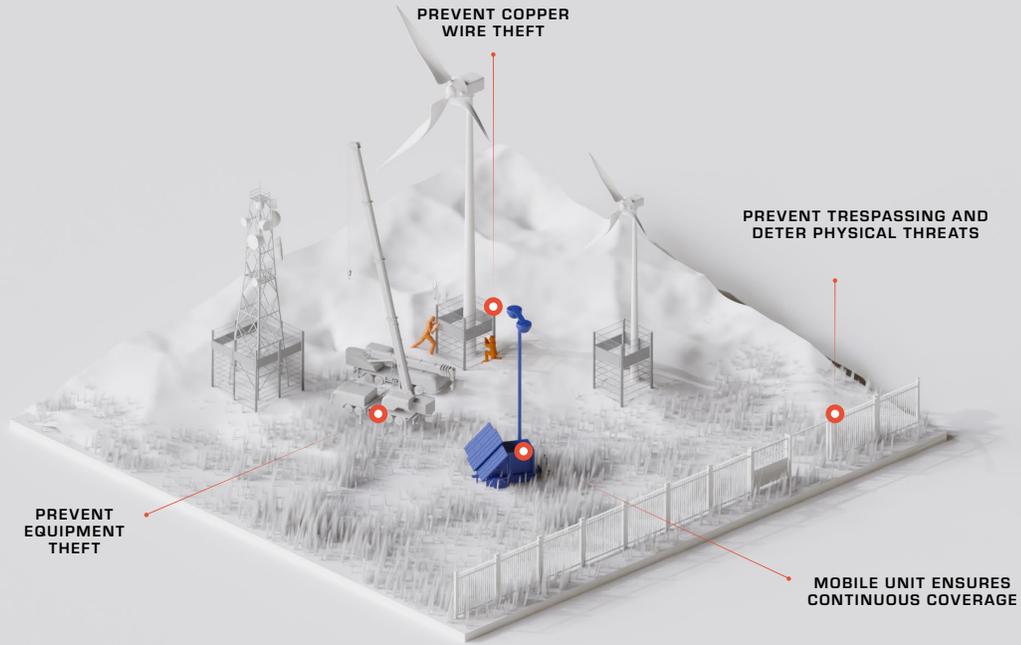
The pilot revealed each site could save more than 50% in monthly security costs. Sites also reported significantly less theft. We now support 25 sites at any given time.



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Blue Eye was able to confidently cut Quanta’s manned security personnel by half without sacrificing control while also helping them achieve greater peace of mind.”

- Doug, Site manager, Quanta



No other service comes close. But we’ll compare it for you anyways.

	Security Guards	Other RVM Providers	Blue Eye
CAMERA AGNOSTIC	YES	NO	YES
AI-AUGMENTED	NO	YES	YES
DETECTION CAPABILITIES	PERSONNEL DEPENDENT	EXCELLENT	EXCELLENT
DETERRENCE CAPABILITIES	PERSONNEL DEPENDENT	HIGHLY EFFECTIVE	HIGHLY EFFECTIVE
REACTION TIME	MINUTES	90 SECONDS OR LESS	60 SECONDS OR LESS
RESPONSE PROTOCOL	STANDARDIZED	STANDARDIZED	CUSTOMIZABLE
PERSONNEL ISSUES	FREQUENT	NONEXISTENT	NONEXISTENT
COVERAGE	PHYSICAL LIMITATIONS	NO LIMITATIONS	NO LIMITATIONS
SOLUTION SCALABILITY	LOW	HIGH	HIGH
DEPLOYMENT	MONTHS	WEEKS	DAYS
EXPEDITED INSTALLATION	NOT APPLICABLE	NO	YES
PILOT PROGRAM	NO	NO	YES
BASE COST	VARIABLE	VARIABLE	FLAT
OVERTIME COSTS	HIGH	MEDIUM	NONE
REPORTING AVAILABILITY	LIMITED	LIMITED	EXTENSIVE
CUSTOMER SATISFACTION	LOW	MEDIUM	HIGH

Try a 30-day no-fee pilot or go for a full installation in up to 10 days. Schedule a personal consultation with a security expert today and start seeing some serious returns on your security dollars.

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